

## HALF A MILLION A YEAR

PRINCIPAL SALARY OF HEAD OF THE  
WALDORF-ASTORIA HOTEL.

No Luck About It, but Immediate  
Grasping of Opportunities Pre-  
sented—Now a Millionaire.

New York World.

Just about the time Wall street discovered that the salary of Charles M. Schwab as president of the Billion Dollar Steel Trust was not \$1,000,000 a year, as had been currently reported, but a beggarly \$100,000, the statement was made that a man in New York receives a salary of \$500,000 for running a corporation capitalized at \$1,000,000. He is George C. Boldt and he is commonly spoken of as the proprietor of the Waldorf-Astoria Hotel.

It should not be supposed that Mr. Boldt receives a stated salary for conducting the big hotel. There are profit-sharing arrangements based upon the half-million a year for Mr. Boldt if he succeeds in adding a certain amount to the income of the Astors. It is maintained by those aware of Mr. Boldt's income and who are fond of superlatives that he is the highest salaried man in the world.

Certain it is that he gets about five times as much for running a hotel as Senator Dewey gets for running the Vanderbilt railroads. He receives more than six times as much as the new president of the United States Steel Corporation. Ever so many deductions may be made from the fact of which is that it takes a rare genius to run a big caravansary profitably than to run a trust, and that Mr. Boldt is the greatest living hotel man.

FROM WAITER TO PROPRIETOR.

As a matter of fact, Mr. Boldt possesses great industry, remarkable organizing skill, daring and imagination. He happened to drift into the hotel business in his youth. He would have succeeded in making a few millions no matter in what business he had entered. But he has proved that he is peculiarly fitted to conduct a hotel.

For some reason it seems a longer step from a waiter to the head of a hotel and a salary of half a million a year than from a mechanic to president of a manufacturing company. And it is worth knowing that as a waiter in the Waldorf-Astoria stands Mr. Boldt just as suave, just as dignified, just as attentive to his customers and just as industrious as he is now—and that is saying much.

When he came to the Waldorf-Astoria from the Island of Rugen, a favorite watering place for people from Berlin and the interior of Prussia—it is on the way from Berlin to Copenhagen—George C. Boldt was sufficiently poor, although he had money enough to travel to New York, that he learned to run a hotel as a poultry farmer. It was not a successful venture. When disease didn't destroy his fowls the floods came and drowned the chickens, while the ducks sailed away. Mr. Boldt returned to New York. That was about 1871 and he had not a penny in the world.

COULD PICK A WINNER.

He secured a place in Parker's restaurant, that used to be at Thirty-fourth street and Broadway. Mr. Boldt became an "omnibus," a waiter's assistant, and then swiftly became a full-fledged waiter. Proprietor Parker, good hotel man and good judge of men, swiftly singled out the former Texas chicken farmer from Germany to make him a "check man," and Mr. Boldt held that place nearly two years. He was a remarkable "check man," and he impressed that fact upon certain customers as well as upon the proprietor. Those two years were valuable ones to the young man; he learned all that could be learned about the business in Parker's and he wanted to rise in the world.

Mr. Boldt carefully cultivated the rich men who visited the place. One of the check man's restaurant friends came from Cornwall-on-the-Hudson, which was a popular summer resort in those days, and he was instrumental in having Mr. Boldt made steward of one of the largest hotels in the river town.

Pretty nearly every hotel man in the country was looking toward Philadelphia in 1876, as well as everybody else in the country, for the centennial was the biggest show that had ever been held in the United States. Mr. Boldt had neither the money nor the inclination to spend his time in a temporary hotel; he was looking for something bigger, more permanent. As a hotel town Philadelphia was a bad way to make a name for himself.

When Mr. Boldt evolved the plan of leasing the old mansion at Broad and Walnut streets, converting it into a hotel, he was a European plan, with a restaurant that should become famous all over the country for its excellence, he had made a name for himself in the money needed. There was never anything exactly like the Bellevue, as Mr. Boldt named his Philadelphia hotel. It is more like a club than any hotel in the country. And he could do the most astonishing things, particularly for people whom it was wise to please. The prices were extravagantly high for those days. In the summer Mr. Boldt ran the Stockton at Monmouth Beach and made it pay. As prosperity grew he decided to buy the Hotel Stratford, which was just across narrow Walnut street from the Bellevue, and he made that pay until it was torn down to make way for a big office building. Plans were long ago drawn for a great modern hotel to replace the Bellevue, but the old building still stands. Mr. Boldt had left Philadelphia for New York.

WHERE HE MET MR. ASTOR.

It is said that Mr. Boldt was really responsible for the Waldorf. It is true that William Waldorf Astor had long considered building the hotel—the Astors have found that hotel properties are highly profitable—but that he couldn't make up his mind about it. The story runs that on one occasion Mr. Astor visited Philadelphia with his family and sought the Bellevue without having taken the precaution to engage rooms in advance. The little hotel was full and he was so informed. Mr. Astor desired to see the proprietor, Mr. Boldt appeared. Mr. Astor regretted to inform Mr. Astor that every room in the hotel was occupied, but if Mr. Astor would wait ten minutes Mr. Boldt would vacate the apartments occupied by his family and they would be at Mr. Astor's disposal. In the meantime Mr. Astor might order dinner.

It was a famously good dinner. Mr. Astor was deeply impressed. He inquired about Mr. Boldt, and Mr. Astor decided that he should build the hotel at Thirty-third street and Fifth avenue and that Mr. Boldt should run it. But he was in no great hurry.

In the course of time Mr. Astor summoned Mr. Boldt to New York to discuss the hotel proposition. Mr. Boldt showed a grasp of the situation, a wealth of ideas, a knowledge of the financial problems that started Mr. Astor's curious brain. Also the man who, twenty years or so before, was a waiter in the Waldorf-Astoria, had now become a man of millions. The hotel keeper had other ideas. The plans must be changed. He had his own ideas and he intended to have Mr. Boldt. The hotel keeper had other ideas. The plans must be changed. He had his own ideas and he intended to have Mr. Boldt. The hotel keeper had other ideas. The plans must be changed. He had his own ideas and he intended to have Mr. Boldt.

So the Waldorf was built, furnished and decorated with a lavishness that made it known the civilized world over before it was finished. The former Broadway water became known as the proprietor of what was then the finest hotel in the world.

GREAT PROFITS CAME.

A modern big hotel is designed to make a certain amount of money. An average is struck between the capacity and the estimated actual number of guests. The Waldorf guests, to the extent of 80 per cent of the capacity, were expected to spend \$3 a day the year around. At the end of the first year it was found that each guest had spent \$13 a day. The enormous profits of the restaurant had brought up the average. The palm-rooms proved the great attraction. It became known as the universal club.

Mr. Boldt's fame was fixed for all time. Since then he has been adding to it. He has a knowledge and judgment which enable him to select the best of assistants. There's Oscar, for instance.

When John Jacob Astor decided to build the hotel which has been added to the Waldorf, of course Mr. Boldt merely increased

his domain. The Waldorf-Astoria Hotel Company was incorporated with only \$1,000 capital to safeguard the name, and for the convenience of the Astors, for there is no great amount of cousinly love lost between John Jacob and William Waldorf. That was three years ago and Mr. Boldt has been drawing the enormous salary without the world being any the wiser. Also he has been making more money outside of the hotel than in it. In real estate, chiefly. He is one of the shrewdest operators in New York. He is credited with making \$1,000,000 last year. He is also an officer in many companies.

HIS WAR ON SUPERSTITION.

Therefore if Mr. Boldt chooses to live in regal style in his big hotel in New York and to have a summer home in the Thousand Islands that is famous as a show place it is in keeping with his wealth. He is a captain of industry—the chief hotel captain, his friends maintain. And he may be famous for his wealth as well as for his salary before he dies.

Least some folk may think that Mr. Boldt's success is a matter of luck, be it known that he holds luck in contempt, being convinced that intelligence and hard work are the wonder-makers. Not only is he lacking in superstition but in the Waldorf-Astoria he has boldly flouted the number 13, which most hotel men fear.

Mr. Boldt was not content with accepting 13 in the numbering of rooms, waiters and bellboys; he has made it a point of using 13 as the number of the Waldorf-Astoria has just 13 entrances and it has 13 elevators. When the hotel was opened the books were dated from the 13th, and that date is selected for every innovation when possible.

No longer is the rather tall, straight, comfortably round, carefully dressed, spectacled man with a beard that looks ragged despite the assiduous attention of barber seen as often about the hotel corridors as in the old days, but when he does appear he is the same direct, forceful, quiet man without assumption. The fact that he is probably the largest-salaried man in this country, if not in the world, and that he has made a vast deal of money outside of hotels has changed him little. He is only a trifle busier and more reserved.

WHY DO WOMEN EARN WAGES?

Where the Responsibility for Their Economic Position Belongs.

Vogue.

It would seem superfluous to ask why women are wage-earners. But there is never a day that somewhere in this broad land a preacher, a workingman, a statistician, or a college professor does not discourse upon the earning woman as though she were a perverse creature, indulging her fling at old-time conventions and, in consequence, upsetting things in a way that is not only hard for the individual man worker to bear, but which is also subversive of the fundamental props of the good old time. Whose fault it is that the woman works? If it be a crime or a wrong, she is a sinner, for man's laws say she must not take her own life, and her only choice is between that of engaging in gainful occupations. She works because her father was or is incompetent or a drunkard or unthrifty, or what is known as a poor business man, or because he married when he should not have done so, or along with fellow-men, he carried the home industries into the home and made them the activities of great factories. In the last analysis it will be found that it is ways men who are to be blamed (if any one should be censured) for this latter-day entering of women into pursuits which men have labeled strictly masculine. For one thing the fathers of wage-earners are never concerned about whether or not the particular business possibility is pre-eminently feminine, the only consideration with them being how it will pay. The father will sympathize with the mourning of his particular craft over the inroads of women, but the woe of men stenographers and bookkeepers from the same source is not a problem for him. The persistence with which men critics insist upon regarding the woman wage-earner as an inexplicable problem is a discreditable reflection on their common sense. Since the worker is everywhere in evidence, he is no difficulty in observing many varieties of her. The majority of women wage-earners give every indication of being of the victims of adverse circumstances, and only the craziest imagination could conceive that millions of women would voluntarily toil in mills and offices through summer's blistering heat, when trees and field flowers, woods and sea, seductively beckon to holiday and when the bitter weather of midwinter they would brave the terrors of blizzard for less vital reason than to keep body and soul together.

This eternal discussion of the wage-earner as a problem is simply imbecile. She is not a problem, nor a perversion, nor anything other than the result of a social evolution set in motion and maintained by man himself, who sits up, as he is wont to do, and discusses as a deplorable phenomenon what is in reality an inevitable result. It is about time the preacher and the workman ceased inveighing against the wage-earning woman. It is as futile as it is silly.

ABOUT BERTHA M. CLAY.

Many Will Be Surprised to Hear She Never Existed.

Philadelphia Record.

"The novels of Bertha M. Clay," said a publisher, "were very popular in America fifteen or twenty years ago. All the women read them passionately. They were in quality like the work of 'The Duchess' and 'Bertha M. Clay' had thousands of warm-hearted admirers among American women. 'Do you know there never was a Bertha M. Clay?' 'There's no such person,' said the books that she was supposed to have written were written really by Charlotte M. Braeme, an English woman. C. M. B.—B. M. C. Charlotte M. Braeme—Bertha M. Clay. The American publishers, before the international copyright law went into effect, were not content to steal her profit merely from Charlotte M. Braeme; they stole even her fame. Besides publishing her books on this side of the Atlantic without paying her, they put a false name on the books' covers. They claimed that the volumes were the work of Bertha M. Clay, a woman who never, of course, existed."

"The international copyright law is a good thing. It has put a stop to some of the most despicable and mean crimes that the world ever saw."

LATEST GLOBE TROTTER.

Anderson and French Gingham, plaids and stripes; French madras and dice stripes; former value 35c to 65c, a yard..... 15c

All our French Dimities and Batiste in stock, sold at from 15c to 25c, about 50 pieces left, yard..... 7 1/2c

Embroidered Swisses, 46 inches wide, former price was 98c a yard, reduced to..... 38c

Silk-striped Batiste, 6 pieces in the lot, 49c kind at..... 19c

Jacquard Swisses, the embroidered sorts, 35c value at..... 15c

Wall Paper Specials

Some specials that are priced for a double-check movement. We need their room.

Wall papers that sold for 7c, 10c, per roll..... 4c

A beautiful line of bedroom novelties, worth 12c to 15c, now..... 8c

A large line of tapestries, quilts and many other high grade papers at unheard of prices; you have paid double for these at other stores..... 11c

First-class paper hanging promptly attended to.

W. H. SOMERS.

Who started penniless from the Pacific coast and is to make a three-year tour of the world on a wagon.



LAST WEEK OF THE HOUSE-KEEPERS' SALE.

# WASSON'S

Department for Ladies' Tailoring  
Opens To-Morrow.



## New Carpets and Rugs Are Here

And in the Final Week of the Housekeepers' Sale Are a Third Under Price.



An almost bewildering variety of Autumn Carpets and Rugs to pick from. A selection embracing the choicest designs and colorings from the better makers of the world. What this great department has aimed at is to make this assemblage of Carpets and Rugs not only the largest in all Indiana, but to make it as well the most comprehensive in style, quality and effectiveness. Not an old pattern, or a discarded design in this stock.

### We Have Saved You the Trouble of First Choice

You do not have to wade through a wilderness of last year's Carpets and Rugs here. The select, the very choicest are here and you have but to pick the best from the best.

Superior Brussels Rugs, 9x12 feet, superb showing of antique and modern designs in a popular priced rug..... **\$15.75**

Persian Wilton Velvet Rugs, 9x12 feet, one of the best to be had, combining style and durability, twenty new patterns added to the showing for this sale; special value at..... **\$23.50**

Imperial Brussels Rugs, 9x12 feet, very strong, in small all-over effects, for dining and living rooms, absolutely the very best wearing rug obtainable; special value..... **\$19.75**

Royal Axminster Rugs, 9x12 feet, not the ordinary Axminster but the very best to be had, and the most magnificent showing ever made in the city; special value..... **\$24.75**

Royal Wilton Rugs, 9x12 feet, the most artistic designs and beautiful colorings ever shown in any floor coverings, and every pattern is private to us for the city. We show all the grades—\$35, \$37.50 and..... **\$58.00**

Kurdistan Art Square sale has been a marked success, absolutely worth one-half more; special to-morrow—3x2 yards..... **\$3.90**  
3x2 1/2 yards..... **\$4.90**  
3x3 yards..... **\$5.85**  
3x3 1/2 yards..... **\$6.85**  
3x4 yards..... **\$7.80**

85c values in Brussels Carpets, parlor and hall designs, not the best in the world, but mighty good; special to-morrow..... **57c**

85c values in extra heavy printed Linoleums, effective patterns; special at..... **58c**  
40c values in extra heavy China Matting, all colors; special..... **27c**

\$1.00 values in extra quality Brussels Carpets with borders, splendid for living and dining rooms; special to-morrow..... **68c**

\$1.15 values Roxbury and Stinson Brussels Carpets, best of the sort for style and wearing qualities, all with or without borders; special..... **85c**

\$1.35 values in Wilton Velvet Carpetings, one of our strong lines; colorings and designs the best; over fifty choice styles shown; special to-morrow..... **98c**

## Rare Drapery Bargains Furniture in This Sale

Superb values in new fall effects. A line without a peer in this city. This week we tell of lower priced things, more particularly—but the range is comprehensive.

THE DRAPERY WANTS FOR ALL ARE HERE.

Ruffled Net Curtains, full width, 2 1/2 yards long, trimmed in lace and insertion, pair..... **79c**

\$2.25 Rope Portieres, heavy cords, two styles, eight colorings, for full-size arch-ways, each..... **\$1.50**

\$2.25 Ruffled Net Curtains, made of French cable net, trimmed with lace and insertion, three yards long, 42 inches wide, pair..... **\$1.39**

Arabian Lace Curtains, nicely corded, 3 1/2 yards long, full width, 3 styles, pair..... **\$2.75**

Colored embroidered French 'Soutache' Curtains, embroidered on best quality Arabian net, oil dyes, fast colors, pair..... **\$6.50**

\$6.50 and \$5.00 Lace Curtains, colored appliques, Brussels, Arabians, etc., two to five-pair lots, perfect goods but small lots, pair..... **\$3.89**

Novelty Fishnets, 48 inches wide, white or ecru, four patterns, regular 45c nets, yard..... **25c**

New Curtain Lawns and Swisses, bought to sell for 18c and 20c, all the new patterns, in white colors, yard..... **15c**

10c Comfort Silkolines, 36 inches wide, yard..... **6 1/2c**

Portieres, full widths and lengths, Persian stripes and figured Arabians, heavy double knotted fringe, pair..... **\$3.00**

\$2.25 Couch Covers, heavy knotted fringe all around, pair..... **\$1.69**

Persian striped Tapestry and figured Damasks for portieres and upholstery work, 50 inches wide, yard..... **49c**

\$3.50 Swiss Chamber Curtains, extra wide, new creations, exclusive styles, double hemstitched, embroidered insertion and ruffles, pair..... **\$2.00**

Get Our Estimate on Window Shades.

Occupies an important place; where may one match this tremendous stock, this great gathering of worthy furniture, these acres of samples, only to wander through and choose at will.

PRICES SAVE A THIRD.



Couch in chaise leather, close tufting, steel spring construction, for..... **\$18.00**

Plate Rack, golden oak, with cup hooks..... **29c**

Umbrella Stand, enameled green with brass pan, like cut..... **39c**

Bed Davenport, covered in velour, with box for bedding..... **\$28.00**

Morris Chair, golden oak, fine figured velour cushions..... **\$8.50**

Rocker, Spanish leather, weathered oak..... **\$5.50**

Morris Chair, golden oak, fine figured velour cushions..... **\$8.50**

## One Hundred Sample Fall Suits Far Below Regular Prices

Just a hundred Sample Suits. The selected fall styles have been sent us by our buyer in New York. A wonderfully pretty range of designs, and priced for rapid selling Monday.

### Some of These Suits are Worth Double the Prices Asked To-Morrow.

The new Norfolk Coat Suit, 32-inch coat, lined with Rhademes, fine tailored skirt; price..... **\$12.50**

Military Blouse Suit of Scotch fiber mixture, blouse 28 inches long, with military cape and collar with stitched bands of brown; would cost you to have made to order \$30.00; our price..... **\$19.75**

Plain black Cheviot Suit, 32-inch coat, satin lined, from one of our New York tailors; would cost you to have made \$22.00; our price..... **\$13.75**

Long coat Etamine Cheviot Suit, coat 33 inches long, lined with silk, very choice style; would cost \$40.00 made to order; our price..... **\$25.00**

The London Tailored Suit of West-of-England fancy suiting, coat 33 inches long, silk lined; would cost made to order \$50.00; our price..... **\$35.00**

Mohair Novelty Suit of Scotch Cheviot, coat 36 inches long, lined with gray satin, skirt full tailored..... **\$37.50**

### Fine Wash Goods

At About Quarter of Former Price.

Anderson and French Gingham, plaids and stripes; French madras and dice stripes; former value 35c to 65c, a yard..... **15c**

All our French Dimities and Batiste in stock, sold at from 15c to 25c, about 50 pieces left, yard..... **7 1/2c**

Embroidered Swisses, 46 inches wide, former price was 98c a yard, reduced to..... **38c**

Silk-striped Batiste, 6 pieces in the lot, 49c kind at..... **19c**

Jacquard Swisses, the embroidered sorts, 35c value at..... **15c**

### Wall Paper Specials

Some specials that are priced for a double-check movement. We need their room.

Wall papers that sold for 7c, 10c, per roll..... **4c**

A beautiful line of bedroom novelties, worth 12c to 15c, now..... **8c**

A large line of tapestries, quilts and many other high grade papers at unheard of prices; you have paid double for these at other stores..... **11c**

First-class paper hanging promptly attended to.

### Summer Shoes

Our new fall stock has arrived, and included in it is a lot of Ladies' patent kid, turn and welt shoes, \$5 value..... **\$2.47**

Ladies' vict kid, turn and welt sole, patent tip, lace or button shoes, \$5 value..... **\$2.47**

Ladies' patent kid, turn and welt sole, lace and button shoes, \$5 value..... **\$1.97**

Ladies' low shoes, all kind of kids, turn or welt sole, \$3.50 value..... **\$2.47**

### Advance Sale Kid Gloves

A little August whirl in new Kid Gloves with saving prices in evidence.

Ladies' two-clasp Kid Gloves, all the latest Fall shades, a good value at 89c, for..... **69c**

Our Leader in Real Kid two-clasp Gloves, all the desirable colors, to introduce them to the early Fall trade special price, Monday..... **\$1.00**

\$1.50 Suede Glove in tan, brown, gray and black for..... **\$1.25**

The best known Suede Gloves on the market to-day, first arrival, the Reynier, Jouvin & Co. and Vallier, a \$2.00 and \$2.25 value for Monday, at..... **\$1.75**

### Black Dress Goods

Imported Cheviot, shrunk and sponged, 54 inches wide; \$1.50 quality for..... **98c**

English Sicilian, 48 inches wide; our \$1.00 quality for..... **75c**

Nub Zibeline, one of the new fall weaves; \$1.50 quality for..... **\$1.10**

Silk and wool Eollan; \$1.75 quality..... **89c**

6-inch wool Voile, heavy fall weight; \$1.00 quality for..... **69c**

Panama Cloth, 54 inches wide; \$1.25 quality for..... **79c**

### Perfect Gas Ranges

The Detroit JEWEL, by exacting tests, declared to be the most economical and generally desirable Stove on the market.

Our regular \$15.00 Jewel Gas Range, 16-inch oven, large broilers, 4 hole with simmer burner, at..... **\$12.98**

High-grade Steel Range for coal or wood, 18-inch oven high closet and large reservoir, a regular \$40.00 value..... **\$31.75**

A complete line of hot blasts and base heaters from the best stove foundries in the country, prices from \$7.75 up to..... **\$60.00**

### MUSLIN UNDERWEAR

CORSET COVERS. A dozen styles of tight and loose covers, trimmed with lace or..... **25c**

French Front Cover, with two rows of wide lace insertion both front and back, 75c value for..... **50c**

GOWNS. Gowns with V neck, embroidery insertion and tucks in yoke, 39c value for..... **39c**

Sort Muslin Gown, empire style, yoke of lawn, fine tucks and hemstitching..... **5c**

SKIRTS. The best Skirt bargain this summer, made of fine muslin, knee flounce of diagonal embroidery insertion and tucks, \$2.00 value..... **\$1.25**

Ladies' Skirts with several hemstitched tucks..... **98c**

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